

Economic Development and Technology Transfer

Economic Development Appropriations Subcommittee February 7, 2008

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Today's Presentation

- UNI's Economic Development Outcomes
- Grow Iowa Values Fund Program Updates
- Entrepreneurship – MyEntreNet
- State Supported Economic Development Programs
- Battelle Research Projects Update

UNI Economic Development Outcomes

Economic Development Contributions-2007

- 2,880 Businesses and Organizations Assisted
- Active Project in all 99 Counties
- 25 New Community Partners Assisted in Local Development Efforts
 - 467 Communities Assisted
- 245 Environmental On-site Reviews
 - 3,300 On-Site Reviews

UNI Economic Development Outcomes

Economic Development Contributions (continued)

- 78 Training Workshops for 917 Business Professionals in FY 2007
- 195 Faculty and 2,900 Students Participated in Outreach Activities
- Each State Dollar Invested Leveraged \$6 in Federal Grants and Private Sources

BCS Clients by County 2007



FY 2007



Grow Iowa Values Fund

Five Projects at UNI – \$950,000

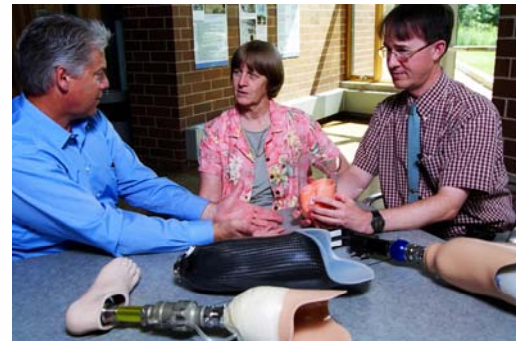
- Technology Transfer and Business Incubation – \$320,000
- Entrepreneurship – \$200,000
- Market Research – \$100,000
- Regional Development – \$130,000
- National Ag-based Lubricants – \$200,000



Technology Transfer & Business Incubation

Building a Pipeline of Intellectual Property

- 26 Disclosures
- 4 Patents Applications
- 13 Advanced Research Projects – Grow Iowa Values and Battelle
- All Grow Iowa Values Fund Projects have Disclosed
- 3 New License Agreements



Late Stage Research Examples

- Pressure-Equalizing Prostheses Insert
- Polysaccharide Binder System for Foundries
- Nanoscale Surface Profiling – Laser Interferometry
- Ethanol and Biodiesel Byproducts as Lubricants
- Metal Casting – Dual Stage Core Vent
- Virtual Paint Removal Technologies



Technology Transfer & Business Incubation

- New Business & Community Services Building
- Innovation Incubator Open – 4 New Companies
- Student Business Incubator Nearly Full
- Regional Business Center Incubator in Waterloo Full
- 10 New Companies in 2007



Technology Transfer and Entrepreneurship

Outcomes/Return on Investment – 2007

- 73 New Ventures or Expansions – MyEntreNet and Incubators
- 233 New Jobs
 - (36/71 in 2006)



Market Research

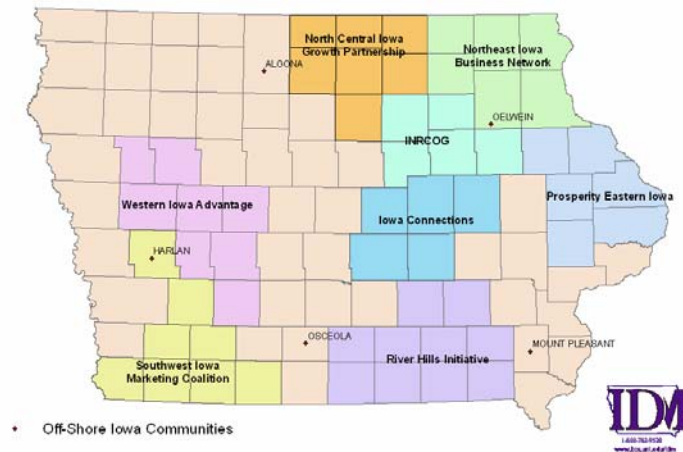
- 6 Phase I Research Projects
 - Intellectual Property
- 5 Market Research Projects
 - Iowa Companies
- 7 Market Research Plans
- Technology Association of Iowa
- 16% Increase in Sales



Regional Development

- 9 Regional Projects
- Building Capacity for Regional Development (Implement Marketing)
- Applying Clusters in Rural Regions – Targets
- Lay-off Aversion – Response Program (IWD-IDED)

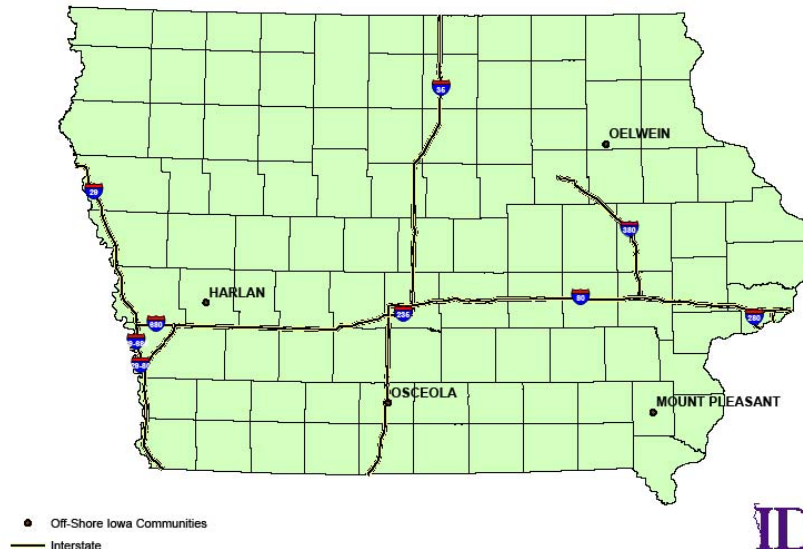
IDM Regional Involvement



Regional Development

- Virtual Region – Off-Shore Iowa
- Developed Regional Metrics
- Increased Leads
- Sustainability
- Testimonials

Off-Shore Iowa Communities



National Ag-Based Lubricants

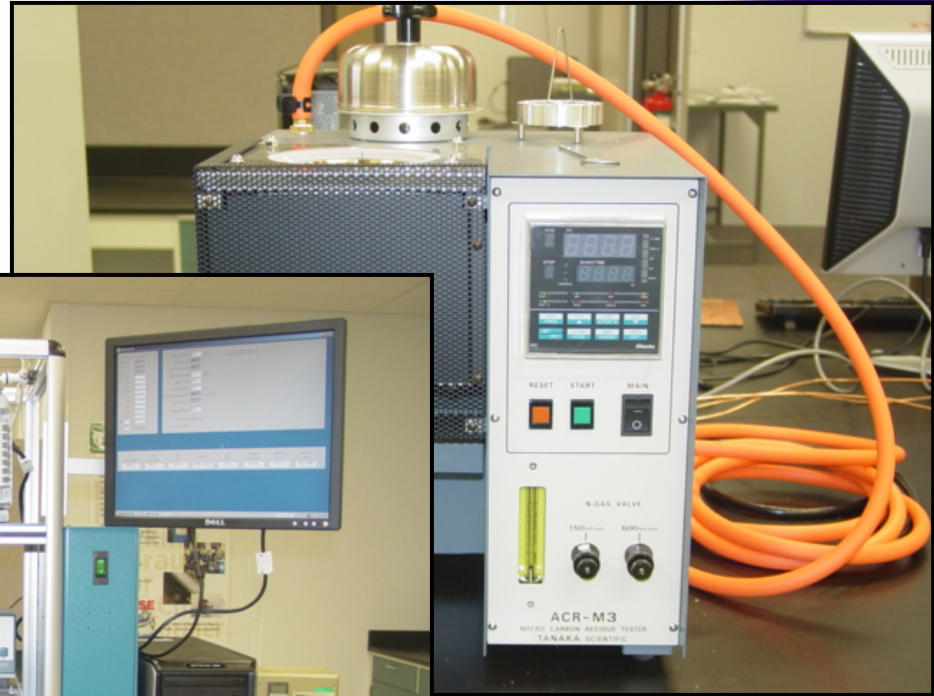
- Biobased Lubricants and Biofuel Testing
- New Research and Testing Labs Complete
- Lubricant and Biofuels Testing
- Advocacy for Bioproducts
- Product Development – Biofuels Byproducts – 2 New Disclosures



NABL New Capability: Added in 2007

New Biodiesel Testing Equipment

ASTM D6751 Biodiesel Test Series



NABL New Capability: Added in 2007



National Ag-Based Lubricants

- Move to Tech Works and Expansion
- Engine Testing – Partners
- State Support Needed to Leverage DOE Support
- Impact – \$20 million of Biobased Lubes



*An
Entrepreneurship
Development
System*

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A Different Approach

Community Development Focus

MyEntreNet provides a comprehensive, holistic approach to entrepreneurial development by first building capacity in communities to support small business and micro-enterprise development.

Advanced interactive web technologies

MyEntreNet uses individually personalized, advanced technologies to link small business owners and micro-enterprise owners statewide with service providers, their peers, and the global economy.

Partners with existing service providers statewide

MyEntreNet makes good use of our scarce state resources by creating collaboration, not duplication, between Iowa service providers.



**Community
Capacity Building**

**Business
Assistance**

**MyEntreNet
Support
System**

**Access To
Capital**

Networking



Building Community Capacity to Support Entrepreneurs 2007

Capacity Building

14 Sessions

**156 Community
Leaders Served**

Partner Trainings

10 Sessions

**172 Service Providers
Participated**



Technical Assistance For Entrepreneurs 2007

MyEntreNet Webinars

23 Online Sessions

381 Participants
Statewide

The screenshot displays the MyEntreNet Webinar interface. At the top left is the MyEntreNet logo with the tagline "NAVIGATE YOUR FUTURE". To the right of the logo is a "Speaker" section with a "Katie" button, a "Login" button, and a "DSL" dropdown menu. Below the logo is a video frame showing a man in a workshop setting, standing next to a large, cylindrical metal tank. To the right of the video frame is a chat window with a video feed of a man wearing a headset. Below the chat window is a text area with a "Hello" button and a "Send" button. The text area contains the following text:

cost stuff
Mark: If you are in manufacturing the book "The Goal" is really good.
James: BUT sometimes you need to really invest \$\$\$ in your efforts to make sure you project the image and reach your audience
Russ N: We've been investing, but we'd all like immediate returns, and that's not always the way it goes.
James: Marketing is drip drip drip not one big bang
James: It takes time...you are headed in the right direction

At the bottom right, there is a note: "This Video Seminar Hosted by Virtual Interactive Families".

Technical Assistance to Entrepreneurs 2007

Fast Trac©

4 Classes

94 Participants





Technical Assistance for Entrepreneurs 2007

Topical Workshops

16 Workshops

369 Participants

1:1 Counseling

124 Businesses Served



Capitalization 2007

\$8,076,616.00

*In New
Commercial
Or Equity
Investment
Generated*



Networking 2007

8 Regional Networking
Events

234 Entrepreneurs
From 9 Counties
Attended one
Or More Events



15 MyEntreNet Regions as of January 2008

Allamakee

Carroll

Howard

Poweshiek

Winneshiek

Fayette

Clayton

Delaware

Union

Jasper

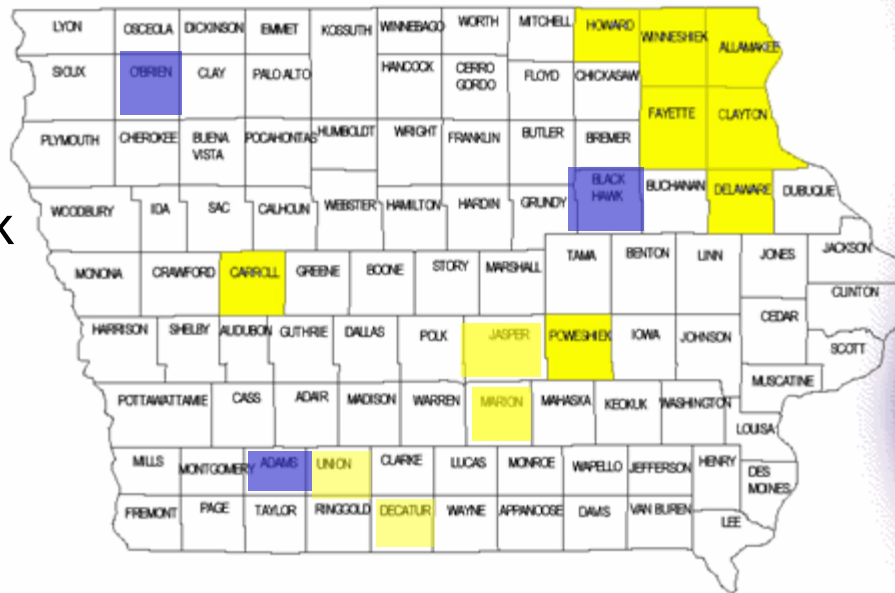
Marion

Black Hawk

Decatur

O'Brien

Adams



2008 MyEntreNet Regions

Economic Impact To Date

Since 2003, over 2,000 entrepreneurs have been served with some kind of counseling, training or networking through a MyEntreNet initiative.

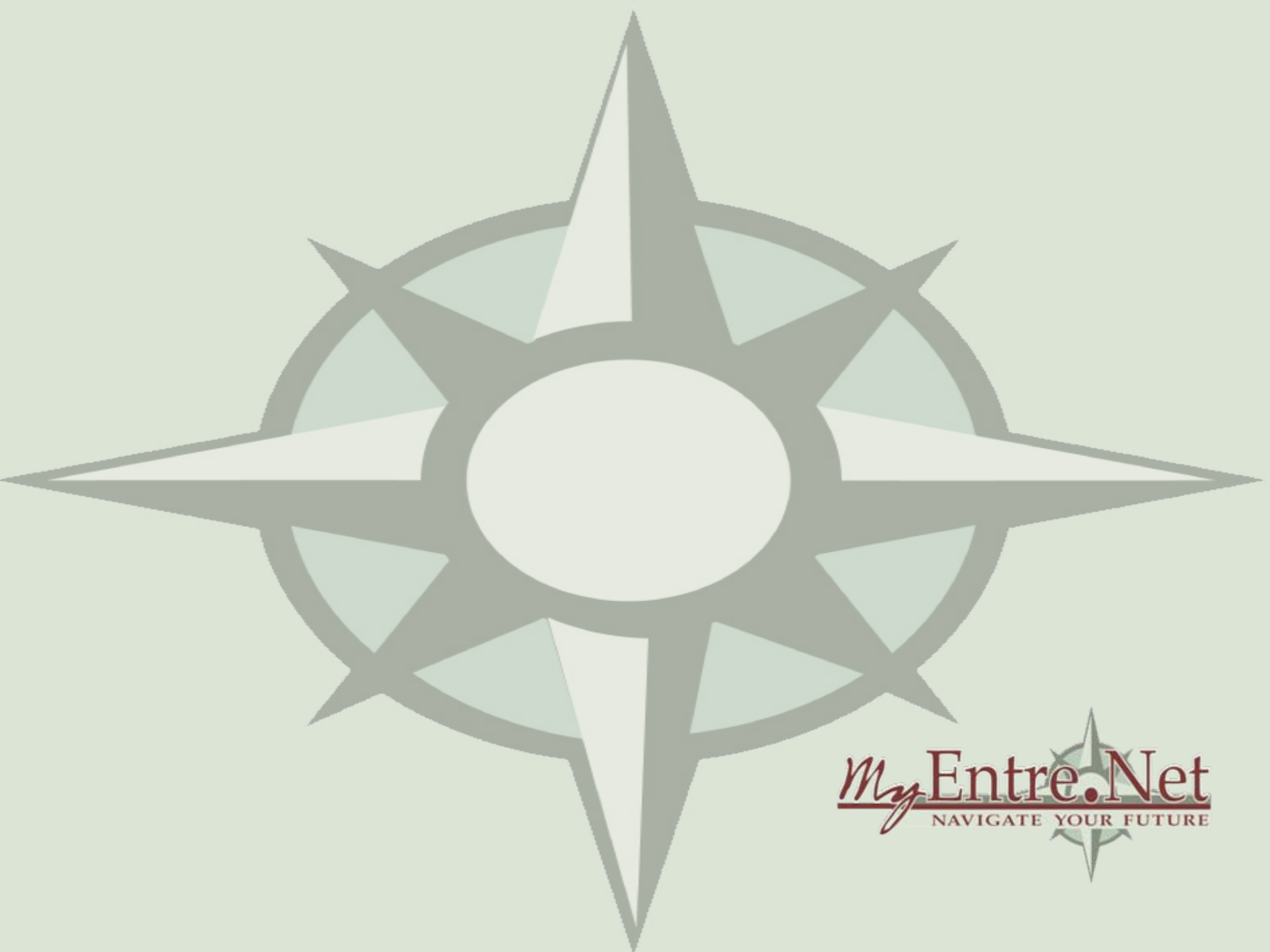
752 Entrepreneurs have been served
with baseline services

Starting or Expanding
154 Businesses

Creating
525 New Full Time Jobs

Leveraging
\$21,139,593 in New Commercial/Equity
Investments







Programs Receiving State Economic Development Appropriations

- Institute for Decision Making
- Metal Casting Center
- MyEntreNet
- (SBDC-through ISU – as State Center)

Institute for Decision Making

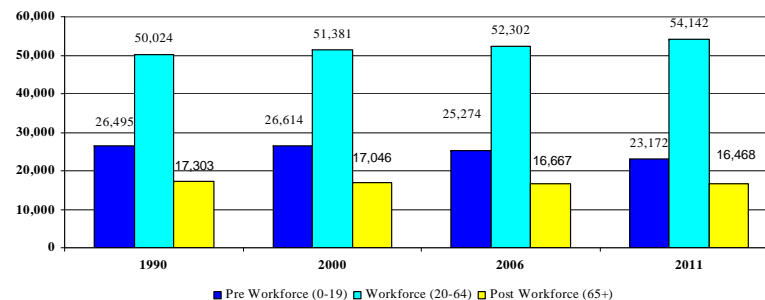
- Hands-on Assistance for Local Development Groups for 20 Years
- 25 New Partners and 467 Communities Served
- Provide Important Economic Development Services
 - Economic development planning, targeting, and marketing
 - Regional development and collaboration
 - Linkage to clusters and other applied research
 - Community empowerment – entrepreneurship

Institute for Decision Making

- IDED-LOIS Data
- IDED-Business Retention and Expansion
- IWD-Laborshed Model Updates
- IWD-Cluster Analysis
- Utilities – Economic Impact



Figure 1 - Population Distribution by Age



Institute for Decision Making

Demand for Technical Assistance and Expertise

- Participation in State's Targeted Clusters
- Applied Research for Local Initiatives
- Sustaining Functional Regions
- Capacity Building at Local/Regional Level
- Entrepreneurs in Local Development

Metal Casting Center

- Leading Foundry-based research and materials facility in the United States
 - Pilot Plant Capability



Metal Casting Center

- Assistance to Iowa Foundries
 - Testing, research and training
 - Increased productivity for metal casting industry (reducing foundry waste, process efficiencies)
- Industry Partners
 - 64 Iowa Foundries – support 75%
 - Assist top 36 foundry suppliers
 - Primary castings training facility in Midwest
 - Provide graduates for casting industry

Metal Casting Center Key Initiatives

- Biobased Binder Project (CABB)
 - 50 billion pound industry
- Industry Partnerships-Innovation
- National Training Center



UNI Battelle Projects

- 10% of Research Funding to UNI
- 8 Advanced Research Projects
- 5 Disclosures to Date
- 3 Moving toward Commercialization
- Seeking Funding to Continue Progress

UNI Battelle Projects

- Bioeconomy – Biofuels By Products and Biobased Binders
- Biosecurity – Robotics Detection of Biological Agents
- Information Solutions – Computer Grids
- Advanced Manufacturing – Paint Removal Technology
- Post Genomic Medicine – Protein Structure Technology
- Food & Feed – Drought Tolerance Genes

Summary

- Grow Iowa Values Building IP Pipeline
- Capacity for Technology Transfer Expanded
- New Ventures Starting
- Entrepreneurship System is Growing and Maturing
- Comprehensive Program
 - Including Existing Industry & Local Development
- Leveraging State Funding



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